

Year	MA	Data Type	P1	P2	P3	
2000	MSA 100	TEMP	49.0	43.0	45.0	
2000	MSA 100	PREC	1.5	0.4	0.9	
2000	MSA 100	SNOW	0.0	0.0	0.0	
2000	MSA 100	TEMP.CAT	1.0	-1.0	-1.0	
2000	MSA 100	PREC.CAT	1.0	-1.0	-1.0	
2000	MSA 100	CT MAX WARM	4.0	1.0	2.0	
2000	MSA 100	CT MIN SEAS	1.0	1.0	4.0	
2000	MSA 100	CT MAX WARM DRY	0.0	2.0	1.0	
2000	MSA 100	CT MIN COLD WET	1.0	0.0	0.0	
2000	MSA 100	CT MIN WARM MINUS COLD	1.0	-2.0	0.0	
2000	MSA 100	CT MIN WARM SEAS MINUS COLD	1.52	0.23	0.4	
2000	MSA 100	CT MAX TEMP 32 AND PRECIP	0.0	0.0	0.0	
2001	MSA 100	TEMP	53.0	51.0	56.0	
210	2001	MSA 100	PREC	1.1	0.01	2.68
2001	MSA 100	SNOW	0.0	1.2	0.0	
2001	MSA 100	TEMP.CAT	1.0	1.0	1.0	
2001	MSA 100	PREC.CAT	1.0	-1.0	1.0	

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FIG. 2A

MA	Data Type	P1	P2	P3
MSA 100	TEMP.SEA	46.0	47.0	50.0
MSA 100	PREC.SEA	1.01	1.03	1.08
MSA 100	SNOW.SEA	0.7	0.2	0.2

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MSA	YEAR	MONTH	TEMPERATURE	PRECIPITATION	
UK002	2001	APR	Warm	Showers	251
UK002	2001	MAY	Seasonal	Rain	252
UK002	2001	JUN	Warm	Dry	253
UK002	2001	JUL	Very Warm	Showers	254
UK002	2001	AUG	Cold	Rain	255
UK002	2000	APR	Seasonal	Showers	256
UK002	2000	MAY	Cold	Dry	257
UK002	2000	JUN	Warm	Showers	258
UK002	2000	JUL	Seasonal	Dry	259
UK002	2000	AUG	Warm	Rain	260

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MSA	YEAR	TIMEFRAME	CT_MIN_SEAS	CT_MAX_COLD_WET	
MSA 100	2001	P1	2	0	271
MSA 100	2001	P2	6	6	272
MSA 100	2001	P3	4	6	273
MSA 100	2001	P4	5	1	274
MSA 100	2001	P5	2	5	275
MSA 100	2000	P1	1	6	276
MSA 100	2000	P2	1	6	277
MSA 100	2000	P3	4	6	278
MSA 100	2000	P4	3	5	279
MSA 100	2000	P5	4	4	280

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FIG. 2B

		PRECIPITATION		
		DRY	SHOWERS	RAIN
TEMPERATURE	Very WARM	2	2	1
	WARM	2	1	1
	SEASONAL	0	0	-1
	COLD	-1	-1	-2
	Very COLD	-2	-2	-2

PRODUCT	MSA	MATRIX	START	END
HVAC A/C units	UK002	310	APR	AUG
HVAC Fans	UK002	310	APR	AUG
AUTO A/C units	UK002	310	MAY	AUG
Bottled Water/Beverages	UK002	310	APR	AUG
HVAC A/C units	UK026	310	APR	AUG
HVAC Fans	UK026	310	APR	AUG
AUTO A/C units	UK026	310	MAY	AUG
Bottled Water/Beverages	UK026	310	APR	AUG

FIG. 3

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PRODUCT	LOCATION	TIMEFRAME	INDEX
Boots	MSA 100	P1	CT MIN SEAS
Boots	MSA 100	P2	CT MIN SEAS
Boots	MSA 100	P3	CT MAX COLD WET
Boots	MSA 100	P4	CT MAX TEMP 32 AND PRECIP
Boots	MSA 100	P5	CT MIN SEAS

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FIG. 4

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PRODUCT	MSA	TIMEFRAME	TEMP COEFFICIENT	PREC COEFFICIENT	MIN	MAX
Boots	MSA 100	P1	0.0020	0.001	0.033	1.00
Boots	MSA 100	P2	0.0073	-0.001	0.067	1.03
Boots	MSA 100	P3	0.0167	0.053	0.133	1.06
Boots	MSA 100	P4	-0.0007	0.042	0.167	1.00
Boots	MSA 100	P5	-0.0013	0.053	0.100	0.80

FIG. 5

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PRODUCT	MSA	TIMEFRAME	SCALE
Boots	MSA 100	P1	0.05
Boots	MSA 100	P2	0.1
Boots	MSA 100	P3	0.2
Boots	MSA 100	P4	0.15
Boots	MSA 100	P5	0.3

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FIG. 6

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MSA	SUB-LOCATION	WEIGHT
MSA 100	ST1	1
MSA 100	ST2	1.2
MSA 100	ST3	1
MSA 100	ST4	0.95
MSA 100	ST5	1

711 712
713 714
715 720

PRODUCT	TIMEFRAME	SUB-TIMEFRAME	WEIGHT
	Boots	P1	0.25
	Boots	P1	0.35
	Boots	P1	0.2
721	Boots	P1	0.2
722	Boots	P2	0.3
723	Boots	P2	0.25
	Boots	P2	0.25
724	Boots	P2	0.3
725	Boots	P2	0.25
726	Boots	P2	0.25
727	Boots	P2	0.3
728	Boots	P2	0.3

729	Boots	P4	0.2
730	Boots	P4	0.2
731	Boots	P4	0.4
732	Boots	P4	0.25

FIG. 7

800

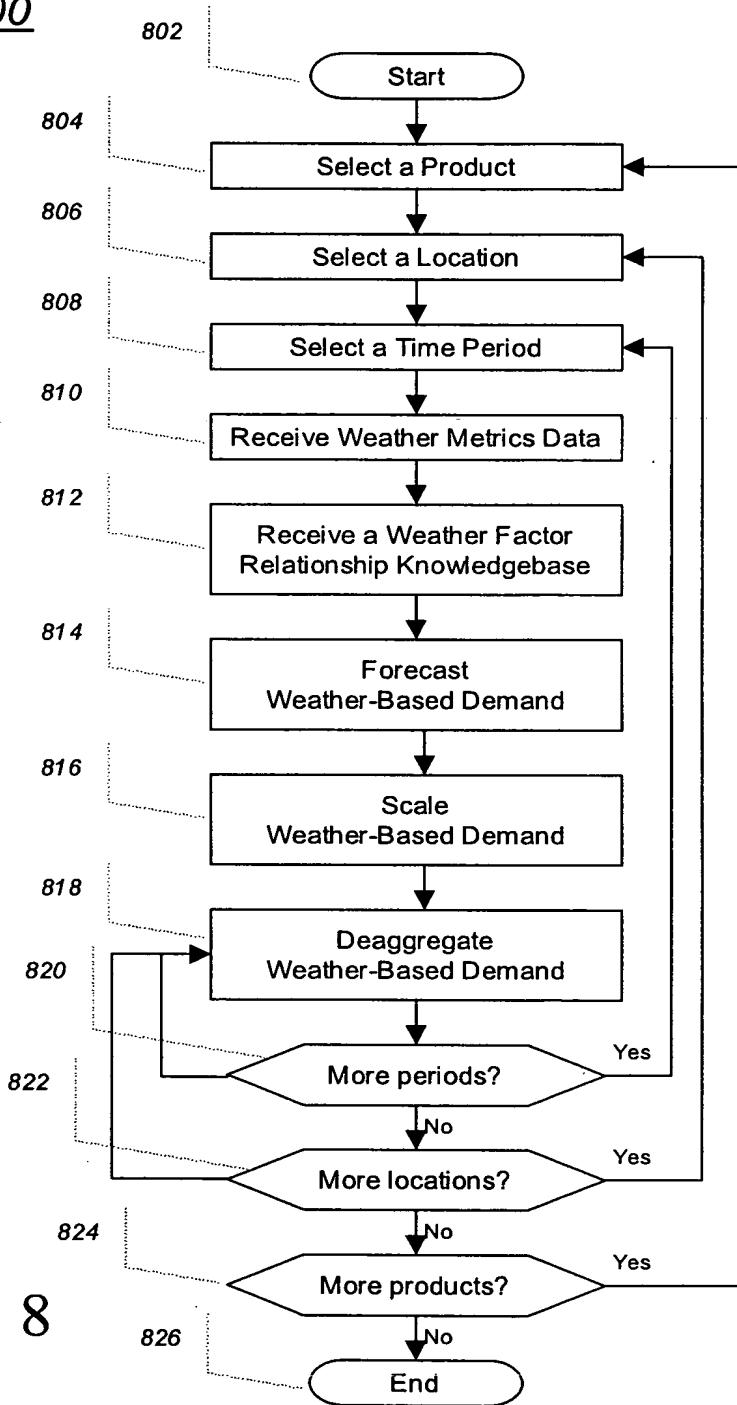


FIG. 8

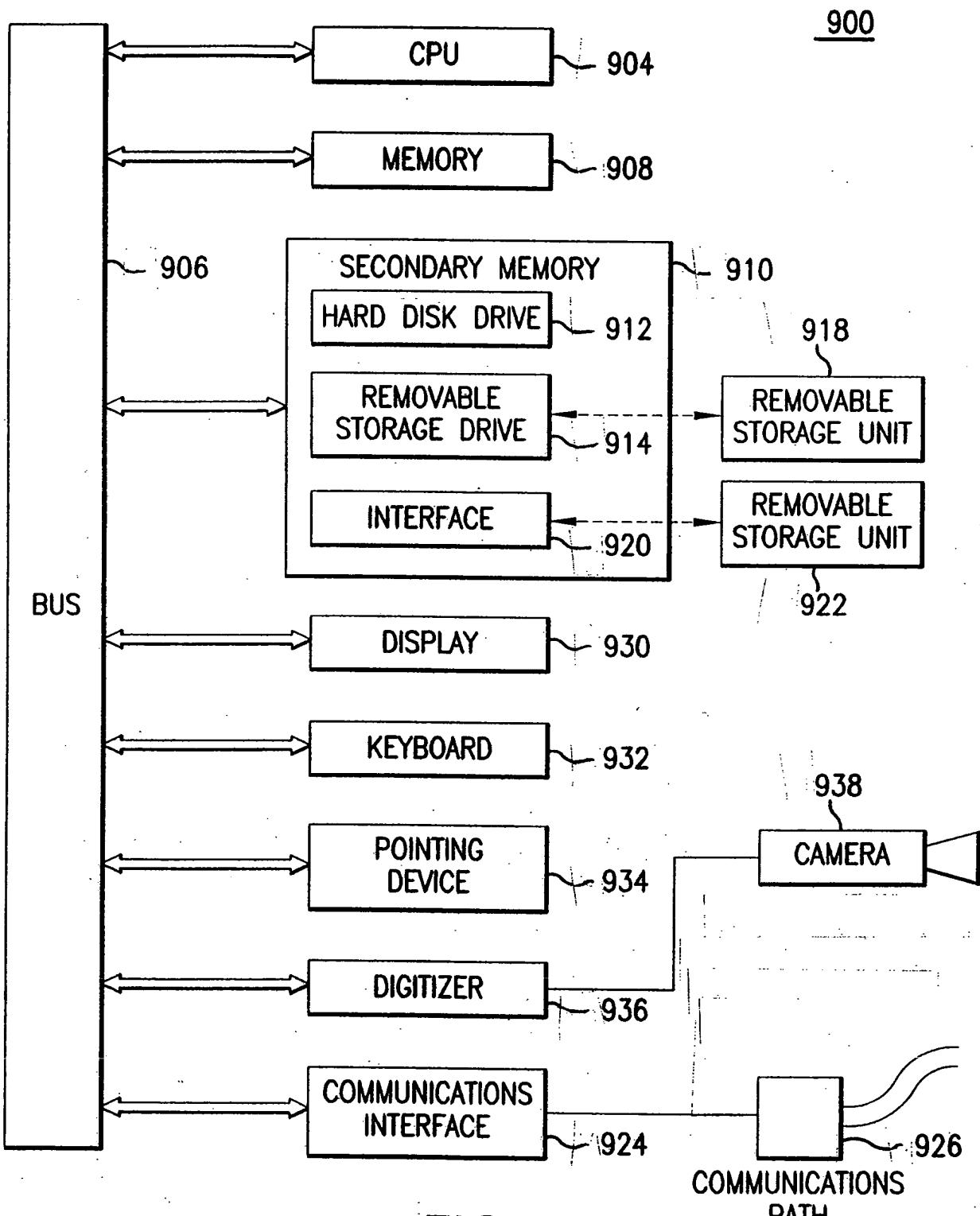


FIG. 9